RJ REYNOLDS

TOBACCO COMPANY

J. CAMPBELL / ROU 1610
PROMOTIONAL COORDINATOR

8899 MAIN STREET
WILLIAMSVILLE, NY 14221
(716) 634-4179
FAX (716) 634-3145

March 20, 1998

RJR Account #«SIS»
«NAME»
«ACCOUNT»

SALEM TEAR TAPE PROMOTION #800438: JUNE (#806)

Dear «GREETING»:

SALEM .30¢ Tear Tape product has been ordered in reference to the above promotion. Ship number of cartons per brand style to your participating retail accounts as identified on the attached Customer List. No Displays are required, as retailers will utilize Displays they received with the April Salem Tear Tape distribution. This product is being shipped to you @ $3.00/carton off-invoice.

RJR will reimburse you $4.75 per **6M** promoted case shipped to retail on a timely basis. This equates to **$«PYMT» («CASES» (6M) case(s) @ $4.75)**. Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

PARTNERS 'BONUS' REPORTING DESCRIPTION	'SAL 98 .30/1 PK'

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610
/jc
cc: «CC»
Enc. Retail Customer List

Note to RJR Manager:
Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

SAL-JUNE.DOC

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Source: https://www.industrydocuments.ucsf.edu/docs/mlcn0000

JUNE DELIVERY
SALEM TEAR TAPE
«ACCOUNT»

«PO»

UPC Code	SALEM BRAND STYLE	#/ (6M) Cases @ .30¢ Off
12300-24194	*Full Flavor*	
12300-24195	*Full Flavor 100*	
12300-24196	*Light*	
12300-24197	*Light 100*	

**** * *UTILIZE ANY RESIDUAL BRAND STYLE QUANTITIES FROM MAY PRODUCT DISTRIBUTION TO MEET JUNE DISTRIBUTION AS NEEDED* * ****

Product / Premium Arrival: **May 26 «SHIPDATE», 1998**
Ship Date to Retail: **Week of: June 8, 1998**

EFT $ Amount: **$«EFT»**

JUNE Drive Period 806 / Promotion #800438

PROMOTION DESCRIPTION:

SHIP NUMBER OF CARTONS PER BRAND STYLE TO EACH RETAILER AS INDICATED ON THE ATTACHED CUSTOMER LIST.

RETAILER WILL PLACE IN SALEM 40-PACK DISPLAY WHICH WAS SHIPPED WITH APRIL PRODUCT DISTRIBUTION

JUNE DELIVERY

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